

Message Text

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PAGE 01 CAIRO 01947 081628Z

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ACTION COME-00

INFO OCT-01 NEA-05 ISO-00 EB-05 RSC-01 DRC-01 /013 W

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R 081600Z APR 74

FM AMEMBASSY CAIRO

TO SECSTATE WASHDC 6078

INFO AMEMBASSY BEIRUT

UNCLAS CAIRO 1947

E.O. 11652: N/A

TAGS: BEXP EG

SUBJECT: MARKET RESEARCH TRIP OF T. PATRICK KILLOUGH

REF: STATE 63734

1. RESERVATIONS MADE AT MENA HOUSE HOTEL WHICH ONLY AVAILABLE FIRST CLASS HOTEL AT PRESENT TIME. IF EMBASSY CAN OBTAIN RESERVATIONS MORE CONVENIENT HOTEL WILL ADVISE. KILLOUGH WILL BE MET AT AIRPORT ON ARRIVAL.

2. BELIEVE RESEARCH SURVEY FOR RAILROAD EQUIPMENT MOST GERMANE. EMBASSY COMMERCIAL OFFICER HAS ALREADY MADE CONTACT WITH EGYPTIAN RAILWAY ADMINISTRATION. ALSO BELIEVE THAT MARKET SURVEYS ON BUILDING SYSTEMS AND MATERIALS; BUSINESS MACHINES AND SYSTEMS WARRANTED. THE FIRST IN VIEW OF THE EXTENSIVE RECONSTRUCTION PROJECTS IN EGYPT AT THE PRESENT TIME; THE SECOND, JUDGING BY THE CURRENT DEMAND FOR ALL TYPES OF THIS EQUIPMENT.

3. EMBASSY'S SUGGESTION ON MARKET RESEARCH WOULD BE TO TALK WITH BOTH KEY GOVERNMENT OFFICIALS AND TO AS MANY BUSINESSMEN AND BUSSIENCES AS POSSIBLE, USING COMMERCIAL OFFICER, MRO, AND TWO LOCAL COMMERCIAL EMPLOYEES TO CONDUCT INTERVIEWS. FOLLOW-UP WORK COULD TAKE PLACE AFTER MRO'S DEPARTURE.

EILTS

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